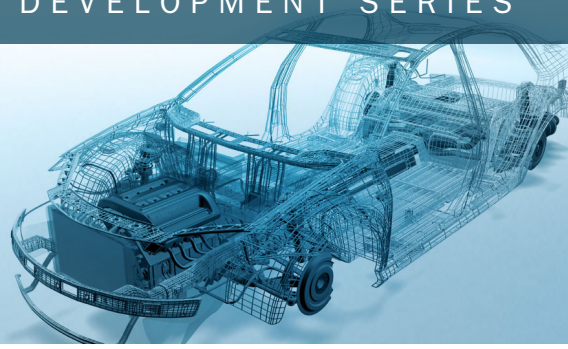
MVP BUSINESS SOLUTIONS

MVP BUSINESS DEVELOPMENT SERIES

- Administration
- Production
- Leadership
- Sales and Marketing
- Financial Management



Fundamentals of Estimating

FUNDAMENTAL SKILLS FOR ACHIEVING COST PERFORMANCE

At the heart of every collision center is the estimating process. So... if writing accurate and profitable damage reports is a priority for your collision center personnel, the MVP Fundamentals of Estimating course is for you. Come learn how a professionally written estimate can improve your business while simultaneously creating satisfied customers one at a time. This course focuses on the basic estimating practices required for entry level estimators. Participants, seeking to improve their understanding and skills related to damage analysis, will actively engage in applying the principles taught in the class through the practice of writing actual damage reports.

Production Courses

Exceptional performance to produce consistent and predictable results

Collision repair shops face ever increasing demands from work providers and vehicle owners to improve Quality, Speed and Cost. The production management oriented courses offer real world insight into how you can meet, and even exceed expectations, given today's market challenges.

WHO SHOULD ATTEND	Shop Owners, Office Managers, Estimators, and Key Personnel
COURSE OBJECTIVE	To help enhance estimating skills, customer and insurer relationships, cycle time and throughput profitability
COURSE LENGTH	1-day course
CLASS SIZE	10 minimum, 24 maximum
TOPICS COVERED	• Industry trends in estimating • Segmentation of repairs and estimating • Impact of damage analysis on customer satisfaction • Traditional estimating practices • X-RAY Estimating™ practices and procedures • Preparing staff and facility for damage analysis • Damage repair forgettable's • Parts repair verses parts replacement • Line item detail analysis • OEM, aftermarket and LKQ parts • Digital imaging best practices
MINIMUM REQUIREMENTS	Any PPG or Nexa Autocolor™ customer is eligible to attend any MVP Business Development Series course

I-CAR participants are eligible to receive **7:00 Credit Hours** for this course.
Participants are eligible to receive **14 AMI credit hours** towards the Accredited Automotive Manager (AAM).
Participants will receive a training manual, handouts, lunch, refreshments and a certificate of completion.

MVP Business Development Series

Key success factors for performance-driven businesses

Grouped in 5 functional areas

The key to success of these courses involves incorporating the real-world expertise of MVP Certified Instructors, along with practical and relevant business curriculum. As a result, PPG offers hundreds of courses each year at state-of-the-art PPG Business Development Centers across North America.

We invite you to explore more on how these exciting programs can improve your performance and profitability in an increasingly competitive marketplace. The collision industry's most comprehensive set of business courses can be found grouped into five functional areas within the Business Courses page on the PPG MVP website at: www.ppgmvp.com

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